

Exhibit D

J. Bryan Erb

208 Rothwell Dr.
Lutherville, MD 21093

443-799-9725

Bryan.Erb@pinnacleenergyservices.com

Professional Summary:

Experienced leader with 19 years of operations and management history in construction and business development with a proven track record of implementing and executing large scale projects from design to end use both in construction and in commercial and industrial business to business relationships. Achieving excellent results with building teams and meeting objectives.

Experience:

Managing Director:

2011-Present

Pinnacle Energy Services Baltimore, MD 21230

Responsible for developing business strategies, creating strategic industry relationships and managing teams selling natural gas and electricity contracts to commercial and industrial clients.

- Built lasting relationships with commercial and industrial clients.
- Established strategic working relationships with all national suppliers
- Managed day-to-day operations of sales force in telesales and direct sales in all deregulated states.

Regional Director

2009- 2011

Glacial Energy 2809 Boston Street, Baltimore, MD 21224

Responsible for developing a team of sales professionals selling natural gas and electricity supply contracts in the Mid-Atlantic region of the PJM ISO.

- Coordinated the hiring, training and management of a team of business development managers and brokers/channel partners in commercial and industrial sales of natural gas and electricity
- Led team to achieve consistent monthly goals closing over 270 million kWhs in varied vertical markets including property management, manufacturing and various commercial, institutional and governmental groups
- Implemented sales strategies and metrics to help BDMs measure daily goals

Business Development Manager

2008- 2009

Glacial Energy 2809 Boston Street, Baltimore, MD 21224

Responsible for developing and nurturing business relationships from initial contact through contracting and long term customer follow up and retention

- Delivered over 30 million kWhs from direct door to door, email and phone marketing
- Managed and trained national broker/channel partner relationships
- Consistently maintained top salesperson title while meeting and exceeding quota
- Performed in field training of new hires

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Director of Operations

1999- 2008

Erb Construction Group LLC, Baltimore, MD

Responsible for growth and development of commercial and residential construction company its employees and subcontracting matters as well as zoning and planning from design to implementation.

- Managed a team of 5-15 on various job sites
- Controlled residential and commercial projects
- Coordinated subcontractors in electric, HVAC, plumbing, masonry, and various other building trades
- Managed timelines, budgets, billing, invoicing, customer relations
- Worked with various city offices with planning and zoning issues
- Decreased costs by obtaining Real Estate License (2001)
Lease and general contract negotiation

Field Sales Associate

1997-1999

Armstrong World Industries 2500 Columbia Avenue, Lancaster, PA 17603

Responsible for sales training and marketing of flooring and ceilings products in the Baltimore, Washington, West Virginia territory working within Lowes Home Improvement Centers

- Managed a 28 store territory, opening 7 new stores which included the training of over 100 employees on Armstrong product uses and applications
- Worked closely with Lowes District and Store Managers to increase sales through training and inventory management
- Increased revenues on a store by store basis by analysis of sales trends to custom fit stores inventory mixes which resulted in a 6% growth in overall territory dollars
- Achieved a 98% average on training surveys

Education:

Millersville University

1994-1997

Bachelors of Science degree in Marketing

Real Estate and continuing education courses

2001- 2008

Interests:

Family, Boating, Travel

References:

are available upon request